



## How can you manage, control and confirm your IT expenditures during these difficult financial times?

Many executives and CFOs of organizations are finding it difficult to maintain the depth of understanding of their current spending for their information technology systems.

By several measures, spending continues to rise at the fastest rate in our history.

For example, in 2007, total national health expenditures were expected to rise 6.9 percent — two times the rate of inflation. Total spending was \$2.3 TRILLION in 2007, or \$7600 per person. Total healthcare spending represented 16 percent of the gross domestic product (GDP).

Experts agree that many organizations are riddled with inefficiencies, excessive administrative expenses, poor management, waste, and fraud.

These problems significantly increase the negative effects from lack of knowledge and from the lack of understanding of your real IT budget that is required to enhance operations, sales, and customer care from within your organization and are detrimental to your financial outcomes.

Knowing exactly what you have and understanding these numbers will significantly enhance the sales and financial operation of your organization.

## What kinds of savings can you find and where can you find them?

Some examples of financial waste that COMMON<sub>d</sub> has found include:

1. A hospital was paying for more than 89 telephone lines with an average line cost of \$50.00 per line per month. These lines had NOT been used for more than 3 years.
2. An organization was paying for a vendor's Service Maintenance Agreement that included \$10.00 per month each for more than 100 USB cables.
3. A firm was paying for a hosting center, and the ASP was using the system server to host his other clients as well. This was a blatant regulatory compliance violation and security risk. This same organization was also incurring over \$85,000 per year on superfluous, unwarranted, and unnecessary technology expenses.
4. A healthcare entity was paying for an Internet Service – which one of their employees was using to host other clients. This was an obvious unintended security/HIPAA exposure and liability. COMMON<sub>d</sub>'s Audit TIPs™ was able to save our client over \$50,000 per year on technology expenditures while providing our client with a better, more efficient way to manage and secure their network.

5. A business was needlessly paying \$6000 per year extra for a vendor's service agreement that came standard with their product.
6. An insurance company paid more than \$800,000.00 for IT equipment over a period of more than two years. The annual audit was carried out by one of the largest and most reputable accounting firms. After 3 years, it could only account for one server. It was later discovered that most of the hardware was in the personal possession of the IT directors.

How do you prevent these things from happening to your organization? In order to maximize your technology spending, looking at and analyzing your P&L is not enough. Checking the serial numbers of your hardware and matching it with your accounts payable is not enough. How do you know if:

1. You are paying the right price for what you have?
2. What you are paying for is what you have?
3. What you have is currently being utilized?
4. You need all of the technologies that you have to support your tactical and strategic business missions?
5. Your team has the efficiency to effectively address the real business costs related to the real mission of your short and long term technologies and information systems?

The preparation of a king of audit model requires a number of special skill sets to carry out these tasks.

Unlike others, COMMON<sub>4</sub>'s auditors are technologists with an extensive financial background. With auditors that have both finance and IT experience, we can thoroughly assess your expenses, compare them to your technology posture, and let you know if what you are paying for is present, accounted for, operational, and required.

Our final recommendations will provide your executive team with the proper "dollars and sense" for your IT technology governance. Our documentation will provide you with our detailed information regarding the specifics of your technology services, including contracts, service agreements, costs, accurate telephone services and data network inventory. The final outcome for you is a clear picture and a complete understanding of all of your technology as it relates to your sales, customer service, operations, and P&L.

### **How much does it cost?**

This is of no financial risk to your organization. Our professional fees are performance-based and carry no hidden costs. Fees are based on the actual savings we bring to you by our methodology and due diligence. No identified savings means no expense to your organization.



## Information Technology Efficiency Audit Services

The current market is changing everything. In this economy, competition is growing, margins are shrinking, and organizations are asked to do more for less. Companies must be more efficient without wasting revenue and resources.

Many companies and CFOs are finding it difficult to maintain the depth of understanding of their current spending for their information systems with regard to their real requirements to support their business processes. COMMON<sub>d</sub> will help your organization optimize your current spending by helping you with these critical and important questions:

1. How do you know whether or not you are paying the right price for what you have?
2. Are you certain that what you have is currently being utilized?
3. With all of the technologies that you have, do you need all of them to support your tactical and strategic business missions?
4. How can you really know what you are getting for your money?
5. Does your team have the efficiency to effectively address the real business costs related to the real mission of your short and long term technologies and information systems?

COMMON<sub>d</sub>'s technology auditors can provide your organization with our Technology Audit TIPs™. This service is 100% risk-free. There is no out-of-pocket expense; our fees are based on your actual, documented cost savings.

COMMON<sub>d</sub> team will provide solid and accurate information for:

1. Your WAN, DATA and TELCO connectivity
2. Assessing and analyzing your Customer Service Records (CSRs) to identify unused and superfluous services for your phone and data Lines
3. All required technology contract(s) and necessary record(s) of the organization and its environment
4. Reviewing contracts and interviewing vendors to:
  - a. Identify expense(s) currently billed and but no longer utilized
  - b. Identify expense(s) currently billed and but no longer needed
  - c. Identify excessive and unneeded expense(s) for Service Level Agreements (SLAs)
  - d. Identify expense(s) being billed incorrectly
5. Documentation of recommended adjustments that need to be made in furtherance of required activities and in accordance with the requirements of your business mission.



## **COMMON<sub>d</sub> Technology Efficiency Technology Audit**

### **Questions and Answers**

**1) How can my organization save 20-30% on my technology expenses? Is it possible to do more for less?**

Absolutely! COMMON<sub>d</sub>'s Technology Efficiency Audit is designed to do just that for your organization.

**2) What is COMMON<sub>d</sub>'s Technology Efficiency Technology Audit?**

Our Technology Efficiency Technology Audit will guide you through a process of assessing the budget and cost of all of your Technology contracts and usage to:

- a) Identify contracts for technology applications and/or support that you are currently paying for but are unused and unneeded
- b) Identify technology and communication expenses that you are currently paying for but are not being used
- c) Measure the accuracy of your of technology selection, implementation, and management in comparison to your expenses
- d) Conduct an operational efficiency/effectiveness and security analysis

**3) Why is COMMON<sub>d</sub>'s Technology Efficiency Technology Audit necessary for your organization?**

"You get what you inspect, not what you expect." When you have moved or changed services, or with the changes in your IT and finance personnel, who is supposed to keep an eye on all of this? Our Technology Efficiency Audit is the only way to validate what services you have and need. Our audit will also ensure that what you are being billed is, indeed, the right amount. Too often, there are nuances you or your IT staff is unaware of. And too often, organizations such as yours end up overpaying for their support and technology services or paying for services that are no longer used or are no longer needed.

**4) Why COMMON<sub>d</sub>?**

Unlike others, our auditors are technologists with an extensive financial background. With auditors that have both finance and IT experience, we can thoroughly assess your expenses, relate them to your technology needs, and present you with recommendations based on your business operational processes. Our final recommendations will provide your executive team with the proper "dollars and sense" for your IT technology governance, risk and cost.

**5) How much does it cost?**

Our fees are performance-based and have no hidden consulting fees. Fees are based on the actual savings we bring to you by our process. No identified savings means no charges, thus providing a complete risk-free proposition to your organization.